

STATE OF DELAWARE
OFFICE OF MANAGEMENT AND BUDGET
GOVERNMENT SUPPORT SERVICES
OFFICE OF SUPPLIER DIVERSITY



OFFICE OF SUPPLIER DIVERSITY

FY2017 Q1 Report

July 1, 2016 to September 30, 2016

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Key Indicators

Big Picture results:

- The tracking of spend with the full community of diverse and small businesses shows that FY2017 Q1 totaled \$67Million, which is a 28.25% increase over the spend of \$52Million in same period last year.

Growth in Agency and School District Spend with Certified Diverse and Small Businesses:

- In Q1 of FY2017, the State of Delaware spent \$48.7Million with the Supplier Diversity (\$25M) and Small Business (\$23.7M) communities. This is inclusive of the OSD and SBF certified businesses, W9 self-identified businesses, and awarded contract Tier II spend inclusive of DelDOT certified DBEs.
- In Q1 of FY2017, the Department of Education spent \$7.5M with the Supplier Diversity community of which \$6.7M or 89.3% was spent by the School Districts. DOE has the highest Agency spend with the Supplier Diversity community in FY2017 Q1 representing 33.6% of the total Supplier Diversity spend this quarter. DOE's spend with the diversity community is up 22.45% compared to the same period last fiscal year.

Growth in the Supplier Diversity Certified community:

- The number of certified firms increased by 1.2% or 34 businesses from 2,954 to 2,988.
- DelDOT showed a significant increase in Tier II subcontracting results this quarter with a 151% increase over the same period in FY2016.
- The Housing Authority showed a significant increase in diverse vendor spend results with a 2678% increase with MBEs, a 1123% increase with Veterans, and a 2225% increase with WBEs this quarter over the same period in FY2016.

Growth in the Small Business Certified community:

- The number of certified firms increased in by 3% from 96 in FY2016 to 102 this quarter.

Growth in the Technology Sector:

- The Professional, Scientific, and Technical Services sector continues to experience the highest growth in the number of certified firms over all other sectors. FY2017 year-to-date continues this trend with an average growth of 2.10% over FY2016.



Agencies' SCORE CARD FY2017 Q1

The State of Delaware spent a total of \$48.7Million with the OSD Certified Supplier Diversity and Small Business Communities this quarter, of which \$25Million was with the Certified Supplier Diversity community and \$23.7Million was with Small Businesses.

Department of Education (DOE) has highest spend with the OSD Certified community at \$7.5Million and 30% of the total of all agencies spend with the diversity community as well as the highest spend with small businesses at \$9.6Million and 41% of the total of all agencies W9 spend with small businesses this quarter. Five agencies account for 70% of the spend with the diversity community: DOE, Correction, Housing, DelDOT, and DHSS and three agencies account for 70% of the spend with small businesses: DOE, DHSS, and Children Youth Families.

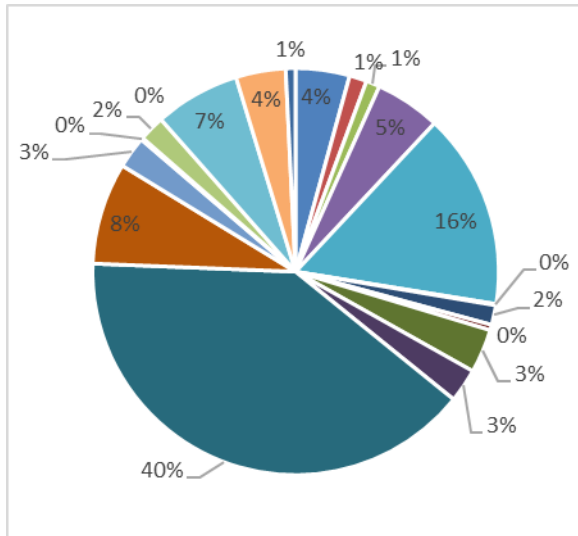
AGENCY	OSD FY17 Q1	% of Agency OSD Spend	OSD% YTD Agency Spend	Total Agency Spend	Small FY17 Q1	% of Agency small Spend	Small% YTD Agency Spend
Legislative	\$94,422	0.4%	7.5%	\$1,258,427	\$0	0.0%	0.0%
Judicial	\$98,327	0.4%	1.3%	\$7,361,269	\$220,936	0.9%	3.0%
Executive	\$1,667,109	7.4%	0.4%	\$386,706,319	\$553,838	2.3%	0.1%
Technology	\$682,586	3.0%	5.4%	\$12,594,484	\$567,690	2.4%	4.5%
Other Elective	\$44,886	0.2%	0.1%	\$34,779,523	\$113,220	0.5%	0.3%
Legal	\$90,664	0.4%	2.1%	\$4,281,368	\$490,676	2.1%	11.5%
Finance	\$116,475	0.5%	0.2%	\$57,913,694	\$682,194	2.9%	1.2%
DHSS	\$1,835,449	8.2%	0.3%	\$733,042,441	\$3,616,559	15.3%	0.5%
DSCYF	\$286,426	1.3%	1.1%	\$25,479,095	\$3,277,833	13.8%	12.9%
Correction	\$3,949,734	17.6%	13.5%	\$29,305,559	\$425,309	1.8%	1.5%
DNREC	\$1,980,508	8.8%	5.8%	\$34,039,693	\$394,366	1.7%	1.2%
DSHS	\$312,350	1.4%	2.0%	\$15,840,017	\$207,269	0.9%	1.3%
State	\$483,907	2.2%	2.6%	\$18,644,469	\$438,698	1.9%	2.4%
DelDOT	\$1,794,202	8.0%	1.0%	\$181,809,432	\$2,494,605	10.5%	1.4%
Labor	\$602,943	2.7%	4.3%	\$13,973,684	\$148,679	0.6%	1.1%
Agriculture	\$12,721	0.1%	0.1%	\$12,270,455	\$82,062	0.3%	0.7%
Elections	\$51,066	0.2%	3.7%	\$1,399,976	\$90,099	0.4%	6.4%
Fire	\$9,934	0.0%	0.7%	\$1,478,460	\$20,218	0.1%	1.4%
Natl Guard	\$188,173	0.8%	7.0%	\$2,675,171	\$4,345	0.0%	0.2%
Exceptional Citizens	\$0	0.0%	0.0%	\$10,200	\$69	0.0%	0.7%
Higher Education	\$600,350	2.7%	1.3%	\$46,337,823	\$242,901	1.0%	0.5%
Education	\$7,535,691	33.6%	4.5%	\$167,600,362	\$9,625,353	40.6%	5.7%
Housing Authority ¹	\$2,546,807	10.2%	n/a		n/a	n/a	n/a
Totals:	\$24,984,730	100.0%		\$1,788,801,91	\$23,696,919	100.0%	1.3%

¹ The Delaware Housing Authority spend was not previously included in quarterly reporting in previous fiscal year quarterly reports but was included in the Annual FY2016 report, with year-end diverse spending reported back through FY2009. DSHA utilizes its own system rather than the State of Delaware financial system. DSHA diverse spending is included throughout this FY2017 Q1 report.



DOE & School Districts SCORE CARD FY2017 Q1

School Districts spent \$6.7Million with the Supplier Diversity community in Q1 of FY2017



	District	FY2017 Q1	%
1	Caesar Rodney District	\$288,761	4%
2	Capital School District	\$93,117	1%
3	Lake Forest School District	\$73,770	1%
4	Laurel School District	\$350,441	5%
5	Cape Henlopen School District	\$1,046,773	16%
6	Milford School District	\$7,511	0%
7	Seaford School District	\$104,767	2%
8	Smyrna School District	\$29,522	0%
9	Appoquinimink School District	\$233,904	3%
10	Brandywine School District	\$180,250	3%
11	Red Clay School District	\$2,678,574	40%
12	Christina School District	\$544,035	8%
13	Colonial School District	\$170,541	3%
14	Woodbridge School District	\$11,170	0%
15	Indian River School District	\$137,095	2%
16	Delmar School District	\$0	0%
17	New Castle County VoTech School District	\$457,012	7%
18	Polytech School District	\$266,569	4%
19	Sussex County Technical School District	\$52,484	1%
Total		\$6,726,299	

Of the \$7.5M spent by DOE with the Supplier Diversity community in FY2017 Q1, \$6.7M or 89.3% was spent by the School Districts. DOE has the highest Agency spend with the Supplier Diversity community in FY2017 Q1 representing 33.6% of the total Supplier Diversity spend this quarter. DOE's spend with the diversity community is up 22.45% compared to the same period last fiscal year. It is important to note that much of the spend from the School Districts involves capital funds for new buildings and physical plant, which are projects with end-dates; this is in addition to ongoing spend.

DOE	FY2017 Q1 DOE's OSD spend	Agency's OSD spend as % of Q1 state spend	FY2017 DOE's Q1 total spend	Agency's OSD spend as a % of DOE Q1 spend
	\$7,535,691	33%	\$167,600,362	4.5%

Agency spend	FY2016 Q1	FY2017 Q1
Dept. of Education ²	\$6,154,150	\$7,535,691
percent increase/decrease over previous year, same quarter	-1.8%	22.45%

² Inclusive of all DOE, 19 School Districts, and Charter Schools

Governor's Supplier Diversity Council

The Governor's Supplier Diversity Council works on initiatives, meets to review current activities, and takes actions to continue to increase access to opportunities for the supplier diversity community. There are thirteen possible members of the Council at any given time and from time to time council members terms expire. The Council members include:

Council Member	Current Professional Role	Represents
Ken Anderson, Chair	Director - Entrepreneurial & Small Business Support, DEDO, State of Delaware	Delaware Economic Development Office designee
Anas Ben Addi	Director - Delaware State Housing Authority, State of Delaware	Representative of the Governor
Theresa V. Brown Edwards, Esq.	Corporate Restructuring Professional and Northeast Regional Counsel at US Foods, Inc.	Women-owned private business sector
L.J. Nick Callazzo III	President, Resource Specialists	Veteran-owned private business sector
Ernest (Ron) Frazier, Esq.	President, Countermeasures Assessment & Security Experts, LLC	Minority-owned private business sector
Ralph Truitt	Farmer, and Co-Chair of the Delaware Association of African American Farmers	Local, private, or federal Minority business assistance program or community development program
Jayshree Moorthy	CEO, Frontier Technologies, Inc. (FTI) and WBENC Member and Committee leader	Local, private, or federal Women business assistance program or community development program
Givvel Marrero	President, Promotion Zone	Minority-owned private business sector
Dean Stotler	Chief Procurement Officer Director - Government Support Services, OMB, State of Delaware	Office of Management and Budget designee
Loren Hopkins Taylor, has been a non-voting participant during FY2017 <i>Currently open</i>	Supplier Diversity Manager, DuPont <i>Currently open</i>	Private sector DE business that administers a supplier diversity program
Dr. Sakthi A. Vel	President, Vel Micro Works Inc.	Minority-owned private business sector and Small Business sector
Dr. Devona Williams	President, Goeins-Williams Associates, Inc.	Women-owned private business sector
<i>Currently open</i> <i>Role created by EO44</i>	<i>Currently open</i> <i>Role created by EO44</i>	Individual with Disability-owned private business sector

Who are the Agency Liaisons?

Each Executive Branch Agency is invited to select a Supplier Diversity Liaison to participate with Council and to connect with the Office of Supplier Diversity and work internal in their agency to provide reporting to OSD as well as to support access to opportunities for certified diverse and small business vendors. The Liaisons during FY2017 Q1 included:

Liaisons	Agency Representing	Email
Dean Stotler	OMB - Executive	Dean.Stotler@state.de.us
Wendy Brown	DHSS	Wendy.M.Brown@state.de.us
Brian Leahy	DNREC	Brian.Leahy@state.de.us
Carmen Herrera	DTI	Carmen.Herrera@state.de.us
Mike Miles	Housing Authority	MIKE@destatehousing.com
Valerie Watson	Finance	valerie.watson@state.de.us
Ramon Ceballos	DelDOT	Ramon.Ceballos@state.de.us
Herman Rodriguez	DOL	herman.rodriguez@state.de.us
Stephanie Young	DSHS	Stephanie.Young@state.de.us
William (Bill) Davis	National Guard	william.r.davis534.nfg@mail.mil
Ryan Bolles	DSCYF	Herbert.Bolles@state.de.us
Ken Anderson	DEDO	Kenneth.R.Anderson@state.de.us

Certification Programs

What certifications exist?

The Delaware Office of Supplier Diversity (OSD) Community is now inclusive as follows:

MBE	Minority Business Enterprise
WBE	Woman Business Enterprise
VOBE	Veteran Owned Business Enterprise
SDVOBE	Service Disabled Veteran Owned Business Enterprise
IWDBE	Individual with Disability Owned Business Enterprise

For Disadvantaged Business Enterprise (DBE) certification is through the Delaware Department of Transportation³ (DelDOT). There are both social and economic eligibility requirements for the DBE certification. You will find DBE spend details within this report. The DBE office provides reporting of the spend that occurs within the state with DBE firms, this is Tier II.

³ <http://www.DelDOT.gov/information/business/dbe/index.shtml>

Who is eligible to apply for OSD certification?

A business (sole-proprietorship, partnership, corporation or joint venture) who meets the following criteria:

- The business is at least 51 percent owned, controlled, and actively managed by U.S. Citizen(s) or Permanent Resident(s) who is a:
 - Woman; or
 - Member of one of these ethnic groups: African Americans, Asian/Pacific Americans, Hispanic Americans, Native Americans, and Subcontinent Asian Americans; or
 - Veteran or Service Disabled Veteran owned business as verified by VetBiz.gov; or
 - Individual with DisAbility owned business; and is
- Operating as for profit business with “useful business functions”; and
- An out-of-state company must first be certified in its home state (this must be a state-level diversity certification, if available) or by one of the following: NMSDC, WBENC, or VetBiz.gov before it can be considered for certification in Delaware.

We encourage all eligible businesses to apply for OSD certification. The application is available to you at: <http://gss.omb.delaware.gov/osd/docs/certapp.pdf>

Firms that hold specific certifications:

Any firm already certified by their home state or one of the third party certification entities may utilize a *specialized application* to seek Office of Supplier Diversity certification, those include:

- Disadvantage Business Enterprise [49 CFR Pt 26](#) in Delaware, Maryland, or Pennsylvania
- City of Wilmington, Minority Business Enterprise Office ([MBEO](#))
- Center for Veterans Enterprise ([VetBiz.gov](#))
- National Minority Supplier Development Council ([NMSDC](#))
- Women Business Enterprise National Council ([WBENC](#))

Delaware also recognizes other state certifications and the OSD office can be contacted for additional details. The specialized application is available at:

<http://gss.omb.delaware.gov/osd/certify.shtml>

The aim of the Small Business Focus (SBF) Certification

- Increasing access to opportunities for small businesses to participate in state procurement;
- Creating a program for small businesses of a certain size;
- Certifying those uniquely sized businesses enterprises;
- Creating a Directory of these uniquely sized small businesses;
- Encourage the revising of agency Supplier Diversity Plans to access the Small Business Focus certification Directory when making under threshold procurements; and
- Measuring, analyzing, and reporting on spend for current and future procurements with uniquely sized small businesses in the Small Business Focus certification group.

Who is eligible to apply for Small Business Focus (SBF) certification?

To be eligible, a business must meet all of the following criteria:

- Be owned by U.S. Citizen(s) or Permanent Resident(s);
- Be a For-Profit business with “useful business functions”;
- Be within one of the six industry sectors and at or under the eligibility size caps identified below; and
- Operate free from the control of a business larger than the eligibility size caps identified below.

The SBF Industries	NAICS ⁴ sectors* (initial code numbers)	eligibility & graduation size caps	
		FTE (full time equivalents) Based upon a 3 year average	Gross sales
Architecture & Engineering Services	237 and 541	none	< \$3,500,000
Construction	23	< 250	< \$7,000,000
Manufacturing	31, 32, and 33	< 250	none
Retail	42, 44, and 45	< 25	< \$3,500,000
Service	various	< 50	< \$3,500,000
Wholesale	42	< 50	none

NAICS codes within the OSD and SBF certified vendor pool.

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. NAICS was developed under the auspices of the Federal Office of Management and Budget (OMB), and adopted in 1997⁵. Below are the top five NAICS codes under which firms are certified. The number of firms with these NAICS codes has increased from the end of FY2016 through this quarter of FY2017. In fact, these five NAICS codes are all within one sector, they all begin with 541 and that sector is known as the “Professional, Scientific, and Technical Services” sector. Delaware’s supplier diversity community is demonstrating increases in these competencies through the continued increase in the number of companies working in these subsectors.

⁴ [North American Industry Classification System \(NAICS\)](http://www.census.gov/eos/www/naics/) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. A NAICS code has 6 digits. The first 2 to 3 digits are used to identify the industry for the Small Business Focus Program. You can review NAICS at: <http://www.census.gov/eos/www/naics/>

⁵ You can review NAICS codes data and information at <http://www.census.gov/eos/www/naics/index.html>



NAICS Code	Professional, Scientific, and Technical Services Sector	FY2017 Over FY2016	FY2017 Q1	FY2016
541512	Computer Systems Design Services	0.86%	353	350
541511	Custom Computer Programming	1.19%	340	336
541611	Administrative Management & General Management Consulting Services	3.08%	335	325
541330	Engineering Services	4.48%	210	201
541519	Other Computer Related Services	0.90%	224	222

During FY2017 to date the state experienced an average of 2.10% growth of OSD certified firms over FY2016 in the sector known as Professional, Scientific, and Technical Services.

Delaware's Supplier Diversity Community

As we consider reporting on the state's spending during this quarter of FY2017, we first should consider the community itself. Overall, in FY2017 Q1, the number of certified firms increased by 34 businesses or 1.2%, from 2,954 (the number of businesses in the database at the end of FY2016) to 2,988 (the number of businesses in the database at the end of FY2017 Q1).

Business Enterprise Classification	FY2017 Q1 Certified database Totals	FY2017 Q1 Certified (active) Totals	Veteran VOB/SDVOBE (active)	Minority* MBE (active)	Women WBE (active)
African American	1002	704	8(2)	443	261
Subcontinent Asian	243	171	0(0)	112	59
Hispanic American	221	153	1(0)	99	54
Asian American	177	119	0(1)	67	52
Native American	36	18	1(0)	13	5
Veteran/(Service DisAble)	43	35(11)	33(9)	22(4)	3(0)
Caucasian Women	1129	842	1		842
DisAble	9	9	8	3	0

**Firms counted in the MBE column are not necessarily firms that are male owned. A firm can be 50% Asian Male and 50% Asian Female, this is a minority owned firm (MBE) and not a woman owned (WBE) firm as 51% is not women owned. Certification is based upon 51% ownership and control but that ownership is clearly not male nor female, as it is equally owned across genders.

***There are 2067 vendors active in the directory and 2988 in the database. Of the 2988, 210 are inactive, 482 are expired, 41 are deleted, 1 is denied, and we are always working on applications. There is great overlap in the classifications within the community as some vendors are more than one category and each vendor is counted in all of their categories, for example, a minority woman veteran is counted in three places.

Delaware's Small Business Focus (SBF) Community

The third year of the SBF program grew marginally during FY2017; the Office of Supplier Diversity has increased outreach to share the SBF application with every diverse certified firm when they are recertified and at a first time diverse certification. OSD continues to seek to include businesses that are eligible based on the criteria. Overall, in FY2017, the number of certified firms grew by 3% from 96 in FY2016 to 102 at the end of this quarter FY2017

SBF Industries	FY2017 Q1	SBF only	Veteran VOBE (SDVOBE)	Disabled	Minority* MBE	Caucasian ***	Women WBE	Delaware SBF
Architecture & Engineering	11	0	0	0	6	2	5	2
Construction	21	3	1	0	6	7	8	11
Manufacturing	10	4	0	0	2	3	4	9
Retail	15	5	0	0	2	4	5	10
Service	87	17	3(1)	1	28	20	34	44
Wholesale	20	3	0	0	6	7	10	9
	102***							

*Firms counted in the MBE column are not necessarily firms that are male owned firms. A firm can be 50% Asian Male AND 50% Asian Female; this is a minority (MBE) firm and not a women owned (WBE) as certification is based upon 51% ownership and control but that ownership is clearly not male as it is equally owned across genders.

** some vendors are qualified for more than one SBF industry and a vendor may graduate from one industry but not from another

***some vendors have multiple codes i.e.: VOB+MBE+SBF or AA+NA+SBF or WBE+SBF, and some vendors are only SBF.

Government Support Services, Contracting Unit, outreach

The GSS Contracting Unit manages all aspects of central or statewide contracts. As part of this teams' commitment to a fair and equitable bidding platform, each contract specialist, manager, and officer performs outreach as the contracts they manage are opened for bid and posted within <http://bids.delaware.gov/>. Businesses that have registered within the state's free Vendor Notification Service receive notification of newly posted bids that match the United Nations

Standard Products and Services Code® (UNSPSC®)⁶ codes that the business has registered with. The outreach performed by the contracting team to reach the supplier diversity community is significant. During FY2017 to date, the Central Contracting Team at Government Support Services has sent 9,981 email points of outreach contact to vendors to notify them of solicitation opportunities. The chart below counts each point of outreach contact; note that this is different from the number of entities contacted as a firm may be listed in more than one of the sources and any firm may have more than one contact person identified on any list. These contact attempts are from various sources including:

- Office of Supplier Diversity (OSD): <http://directory.osd.gss.omb.delaware.gov/index.shtml>
- Veteran / Service Disabled Veteran: <http://www.vip.vetbiz.gov>
- SBA / CCR vendor database: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- MyMarketPlace vendor listing: http://contracts.delaware.gov/vendor_list.asp
- DFM Contractor Registry: <http://dfm.delaware.gov/contractor/index.shtml>

	Total to date	FY2017 Q1	FY2016**
Number of Central Contracts	58	13	45
Number of outreach communications performed			
Delaware Businesses	687	130	557
Small Businesses	76,332	4,289	72,043
MBE / WBE	30,608	3,668	26,940
Veteran / Service Disabled Veteran	22,796	1,894	20,902
Totals	130,423	9,981	120,442

** note this chart indicates an update to the FY2016 year-end numbers for central contracts through total outreach; from 42 to 45 total central contracts and a total outreach from 117,659 for the year to 120,442 outreaches.

ROI on GSS Contracting Unit outreach for bids

The OSD is interested in tracking the Return on Investment (ROI) from the high amount of outreach performed by the Contracting Unit on its solicitations. During FY2017 Q1, the contracting unit outreached 9,981 times to diverse and small businesses to help them learn of the above threshold / formal procurement opportunities with state contracting. The FY2017 Q1 outreach was for 13 central contracts.

⁶ You can review UNSPSC data and information at: <http://www.unspsc.org/>

This chart shows the Return on Investment for the Contracting Unit outreach.

Total Bids Received	Total Awarded Vendors	Delaware Bids Received	Awarded To A Delaware Firm	Total Diverse Bids Received (OSD or W9)	Awarded To A Diverse Firm (OSD or W9)
111	80	46	30	9	7

Delaware's Supplier Diversity and Small Business spend snapshot

FY2017 Q1 overall spend is represented in this snapshot. The tracking of spend with the full community of diverse and small businesses shows that of the \$67Million is a 28.25% increase over the spend of \$52Million in same period last year. Supplier Diversity spend with direct certified firms, inclusive of the Housing Authority (DSHA)⁷, increased by 22.6% over the same period last year. This quarter over quarter increase for this first row of data is larger due to the DSHA addition. Without the DSHA addition, the direct OSD certified spend is \$22,437,924, which is an increase of 10.1% over the same quarter last year. DelDOT's DBE Subcontract spend shows a remarkable 152% increase over the same period last year. GSS Tier II spend is more than the same period last year by 3.81%. The spend with self-identified W9 minority, women, and veteran firms increased by 24%. Small Business results increased by 8.4% over the same period last year; this includes those self-identifying on their W9 as well as those certified in the SBF program.

	FY2017 Q1	% of Total	FY2016 Q1	Difference FY2017 Q1 over FY2016 Q1
Direct Certified OSD & DSHA Spend	\$24,984,730	38.75%	\$20,377,550	22.61%
DelDOT DBE Subcontracting	\$6,845,527	10.62%	\$2,719,450	151.72%
GSS 2nd Tier	\$605,591	0.94%	\$583,359	3.81%
Self Registered W-9				
Minority, Women, Vets	\$8,349,707	12.95%	\$6,728,525	24.09%
Small Businesses (with SBF)	\$23,696,919	35.35%	\$21,857,228	8.42%
Total (with Small Businesses)	\$67,029,281	100.00%	\$52,266,113	28.25%
Total (diverse only)	\$43,332,362	64.65%	\$30,408,884	42.50%

⁷ The Delaware Housing Authority spend was not previously included in quarterly reporting in FY2016 but was included in the Annual FY2016 report. DSHA utilizes its own system rather than the State of Delaware financial system. DSHA diverse spending is included throughout this FY2017 Q1 report.

The Summary Score Card:

The report below provides an overview of the spending by each agency for FY2017 Q1. This snapshot reports the actual dollars spent with and the number of vendors who are OSD Certified that performed work for each agency, and includes dollars from both the state's checkbook as well as the State's procurement card purchases. The chart below shows not only the dollars spent by agency but it is also intended to show two areas, "No Find" and "1 for 3". A "No Find" means that the agency attempted to find a vendor within the Directory of OSD Certified firms and was not successful in finding a certified vendor for a particular need. The "1 for 3" opportunity identifies the occasions when an agency had an Under-Threshold opportunity and they outreach to at least one vendor from the Directory of OSD Certified firms to obtain a written quote. Procurement officials follow their Agency Supplier Diversity Plans to seek at least three written quotes for Under-Threshold purchases, and in so doing, they seek from the Directory of OSD Certified firms. The capture of this data has been found to be very challenging. OSD is exploring methods to capture and report this data.

Agency	FY17 Q1	OSD Vendors paid with Pcard	OSD Vendors paid in checkbook	OSD No Find FY2017 Q1	Agency 1 for 3 Opportunities FY2017 Q1
Legislative	\$94,422	0	4		
Judicial	\$98,327	3	14		
Executive	\$1,667,109	3	29		
Technology	\$682,586	1	4		
Other Elective	\$44,886	0	6		
Legal	\$90,664	0	8		
Finance	\$116,475	1	6		
DHSS	\$1,835,449	4	52		
DSCYF	\$286,426	1	18	0	10 opportunities 0 awards
Correction	\$3,949,734	12	3	0	10 opportunities 1 awards 0
DNREC	\$1,980,508	13	24	3	0 opportunity 0 awards
DSHS	\$312,350	5	12		
State	\$483,907	2	21		
DelDOT	\$1,794,202	13	20		

Labor	\$602,943	1	20		
Agriculture	\$12,721	0	4		
Elections	\$51,066	0	6		
Fire	\$9,934	1	5		
Natl Guard	\$188,173	0	11		
Exceptional Citizens	\$0	0	0		
Higher Education	\$600,350	5	21		
Education	\$7,535,691	5	99		
Housing Authority	\$2,546,807	n/a	n/a	n/a	n/a
Total	\$24,984,730	70	387	3	20 opportunities 1 awards

Note: Spend data includes Pcard, OSD No Find, and Agency 1 for 3 Opportunities are summarized for all agencies. OSD = Office of Supplier Diversity Certified firms.

Count of Diversity vendors contracting with the state

During FY2017 Q1 of the diverse vendors that received spend from the State of Delaware, OSD Certified vendors earned approximately \$25M in spend. This spend includes above threshold or Formal Procurement as well as Under Threshold and Open Market procurements. There are also vendors who have self-identified their diversity on their W9 as women owned, minority owned, or veteran owned, who are not currently certified with the Office of Supplier Diversity and the spend attributed to this group of diverse businesses is approximately \$8.3M or 13% of the spend with the entire diverse and small business community. Adding in Tier II spend of \$7.4M; this quarter diverse vendor spend totaled \$43.3Million.

Breakdown of Spend by ethnicities, gender, veteran, individuals with disabilities and the small business program.

The following chart shows the FY2017 Q1 spend for each of the groups of the supplier diversity community. Minority Business Enterprise (MBE) vendors are representative of five ethnic minority groups and include minority women vendors. Minority Women Business Enterprise (MBE+WBE) vendors are represented within five ethnic minority groups as well as within the Woman group; meaning that a MBE+WBE who is both African American and Native American is counted within both of those ethnic minority groups as well as within the Woman group. For FY2017 Q1 Veteran Owned Business Enterprises (VOBE) is inclusive of Service Disabled Veteran Business Enterprise (SDVOBE). Note that a Veteran who is also a minority and/or a woman will be counted within each and every group they belong to. In FY2017 Q1, the disabled

community includes firms owned by Individuals with DisAbilities (IWDBE) and Service Disabled Veteran Business Enterprises (SDVOBE). Some significant quarter over quarter increases are demonstrated in the chart below, and they are primarily attributed to the Housing Authority increases in the first quarter of FY2017 over the same period in FY2016.

	FY2016 Q1	FY2017 Q1	Difference FY2017 Q1 over FY2016 Q1
African American	\$1,046,633	\$1,259,358	20.3%
Asian American	\$1,413,018	\$1,367,062	-3.3%
Subcontinent Asian	\$401,135	\$513,017	27.9%
Hispanic American	\$1,207,604	\$1,252,053	3.7%
Native American	\$40,661	\$35,227	-13.4%
DE State Housing Authority^	\$77,367	\$2,149,316	2678.1%
MBE Tally**	\$4,186,418	\$6,576,035	57.1%
Veteran & Service Disabled	\$850,840	\$1,364,151	60.3%
DE State Housing Authority^	\$16,319	\$199,589	1123.0%
VOBE & SDVOBE Tally**	\$867,159	\$1,563,740	80.3%
Disabled	\$26,392	\$0	-100.0%
IWDBE Tally**	\$26,392	\$0	-100.0%
White American	\$14,880,835	\$16,512,277	11.0%
Woman+	\$17,423,669	\$18,903,662	8.5%
DE State Housing Authority^	\$8,510	\$197,902	2225.5%
WBE Tally**	\$17,432,179	\$19,101,564	9.6%
Total	\$22,485,756	\$27,241,339	21.1%

**There is some double count in the numbers for businesses who are in more than one category. For example, a Women Business owner who is both African American and Native American is counted in 3 categories.

+ This Woman category includes all minority women and they are also captured within their ethnic minority.

^ DSHA provides spend by Minority, woman, and veteran without further breakdown.

The Small Business Focus program includes 6 industry sectors. FY2017 Q1 spend by category is contained in the following chart, which also includes the percent change for this quarter this year versus the same quarter last year.

Small Business Focus (SBF)	FY2016 Q1	FY2017 Q1	Difference FY2017 Q1 over FY2016 Q1
Architecture & Engineering Services	\$59,056	\$13,513	-77.1%
Construction	\$259,463	\$287,522	10.8%



Manufacturing	\$18,018	\$23,312	29.4%
Retail	\$303,796	\$336,611	10.8%
Service	\$1,019,889	\$851,573	-16.5%
Wholesale	\$289,769	\$310,817	7.3%
Total	\$1,949,992	\$1,823,349	-6.5%

**There is some double count in the numbers for businesses who are in more than one category.

Self-Identified supplier diversity entities through the W-9

Any vendor doing work must provide a W-9 form for tax purposes. Delaware has a Substitute Form W-9; it allows vendors to self-identify in the Additional Reporting Elements section of the form, by checking all that apply, as: Women Owned, Veteran Owned, Minority Owned, and Small Business. Some firms who self-identify on the W-9 are also OSD Certified, but not all are. When reporting spend, a culling process occurs to remove all vendors that are OSD Certified from the group in the W-9 spending column. The chart below reports on the monies spent with firms that self-identify on their W-9 form but are not certified through the Office of Supplier Diversity. This chart shows W-9 diverse and W-9 small businesses.

Agency ⁸	Diverse	Small ⁹
Legislative	\$10,307	\$0
Judicial	\$201,614	\$220,936
Executive	\$331,983	\$553,838
Technology	\$43,405	\$567,690
Other Elective	\$47,639	\$113,220
Legal	\$372,176	\$490,676
Finance	\$103,780	\$682,194
DHSS	\$591,191	\$3,616,559
DSCYF	\$1,770,031	\$3,277,833
Correction	\$953,380	\$425,309
DNREC	\$46,563	\$394,366
DSHS	\$87,782	\$207,269
State	\$291,804	\$438,698
DelDOT	\$462,774	\$2,494,605
Labor	\$220,505	\$148,679
Agriculture	\$109,540	\$82,062
Elections	\$5,386	\$90,099
Fire	\$5,483	\$20,218

⁸ The Diverse and Small business W9 reporting does not include the Housing Authority spend with those only identified on their W9 filing.

⁹ The small business W9 spend does include the SBF certified firms if self-identified as small on their W9 forms.

Natl Guard	\$367,434	\$4,345
Exceptional Citizens	\$69	\$69
Higher Education	\$679,976	\$242,901
Education	\$2,549,134	\$9,625,353
Housing Authority	n/a	n/a
Total	\$9,251,956	\$23,696,919

About the score card

This Annual Report is the first time there is a pullout scorecard included. The first two pages of the report are a scorecard for agencies and one for School Districts. There are various data points that make up the FY2017 Q1 Diversity Score Card. Agencies track and measure their Supplier Diversity efforts along these analytics. Agencies each have a Supplier Diversity Plan and those can be found at the Office of Supplier Diversity website at:

<http://gss.omb.delaware.gov/osd/supplierdiversity.shtml> or within each agency. In addition to looking at the spend that is done directly with OSD Certified firms, this chart looks at the spend in the form of dollars as well as in the form of a percentage of the total spend with OSD Certified firms. The first column captures the spend with OSD Certified firms. As the budget for each agency is different, the second column reports what that agency's percent of the total annual spend with the OSD certified community is. This percentage of total spend allows us to normalize the vantage point to find averages. The average percentage is 4.3%. Seven agencies exceed the average for FY2017 Q1. They are, in order of highest spend compared to other agencies: Education (30.2%), Correction (15.8%), Housing (10.2%), DNREC (7.9%), DHSS (7.3%), DelDOT (7.2%), and Executive (6.7%). The third column is the total spend by each agency for the quarter. The last column reports the percentage of spend each agency had made with the certified OSD community as a percentage of their total quarterly spend. In this instance, the average agency spent 3.0% of their total spend this quarter with the OSD Certified community. Eight agencies exceeded or were at that quarterly average with the supplier diversity community. They are, in order of highest percent of spend compared to total spend: Correction (13.5%), Legislative (7.5%), Nat'l Guard (7.0%), DNREC (5.8%), Technology (5.4%), Education (4.5%), Labor (4.3%), and Elections (3.7%). The \$25Million total spend with OSD Certified firms is 1.4% of the \$1.78Billion total spent by these agencies in this quarter; this total figure is below the average, and lower than last quarter. Of note is that this \$1.78Billion

total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

The scorecards follow. Here there is a scorecard for the spend with the Supplier Diversity community followed by one with the small business community. At the start of this report is a scorecard that combines reporting for both the Supplier Diversity Community and the Small Business community. It is included at the start of this report (at pages iii and iv) as a pull out page for Agencies and includes School Districts spend with the diversity community.

AGENCY	FY2017 Q1 spend with certified OSD	% of FY17 Q1 Direct Certified OSD Spend	FY2017 Q1 Total Agency Spend	OSD % of FY17 Q1 Agency Spend
Legislative	\$94,422	0.4%	\$1,258,427	7.5%
Judicial	\$98,327	0.4%	\$7,361,269	1.3%
Executive	\$1,667,109	6.7%	\$386,706,319	0.4%
Technology	\$682,586	2.7%	\$12,594,484	5.4%
Other Elective	\$44,886	0.2%	\$34,779,523	0.1%
Legal	\$90,664	0.4%	\$4,281,368	2.1%
Finance	\$116,475	0.5%	\$57,913,694	0.2%
DHSS	\$1,835,449	7.3%	\$733,042,441	0.3%
DSCYF	\$286,426	1.1%	\$25,479,095	1.1%
Correction	\$3,949,734	15.8%	\$29,305,559	13.5%
DNREC	\$1,980,508	7.9%	\$34,039,693	5.8%
DSHS	\$312,350	1.3%	\$15,840,017	2.0%
State	\$483,907	1.9%	\$18,644,469	2.6%
DelDOT	\$1,794,202	7.2%	\$181,809,432	1.0%
Labor	\$602,943	2.4%	\$13,973,684	4.3%
Agriculture	\$12,721	0.1%	\$12,270,455	0.1%
Elections	\$51,066	0.2%	\$1,399,976	3.7%
Fire	\$9,934	0.0%	\$1,478,460	0.7%
Natl Guard	\$188,173	0.8%	\$2,675,171	7.0%
Exceptional Citizens	\$0	0.0%	\$10,200	0.0%
Higher Education	\$600,350	2.4%	\$46,337,823	1.3%
Education	\$7,535,691	30.2%	\$167,600,362	4.5%
Housing Authority ¹⁰	\$2,546,807	10.2%	n/a	n/a

¹⁰ The Delaware Housing Authority spend was not previously included in quarterly reporting in previous fiscal year quarterly reports but was included in the Annual FY2016 report, with year-end diverse spending reported back

Total	\$24,984,730	100.0%	\$1,788,801,919	3.0%
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Spend with the Small Business community

Now let us examine FY2017 Q1 spend with the Small Business community. This will be inclusive of businesses who self-identified as small on their W9 report as well as those who are certified as Small Business Focus (SBF) vendors with the Office of Supplier Diversity.

In addition to looking at the spend that is done directly with OSD Certified firms as we did above, this chart looks at the spend with Small Businesses and SBF certified firms in the form of dollars as well as in the form of a percentage of the total spend with small businesses. The first column captures the spend with small business firms. As the budget for each agency is different, the second column reports that agency's percent of the total Q1 spend with the small businesses. This percentage of Q1 spend allows us to normalize the vantage point to find averages. The average percentage is 4.5%. Some OSD certified firms are also small businesses and some of these numbers will be inclusive of OSD certified firms. Four agencies exceed the average for FY2017 Q1. They are, in order of highest spend compared to other agencies: Education (40.6%), Finance (15.3%), DHSS (13.8%), and DelDOT (10.5%). The third column is the total spend by each agency for the quarter. The last column reports the percentage of spend each agency had made with the small business community as a percentage of their total quarterly spend. In this instance, the average agency spent 2.65% of their total spend this quarter with the small business community. Six agencies exceeded that quarterly average. They are, in order of highest percent of spend compared to total spend: DSHA (12.9%), Legal (11.5%), Elections (6.4%), Education (5.7), Technology (4.5%), and Judicial (3.0%). The \$23.7Million total spend with small business community is 1.32% of the \$1.78Billion total spent by these agencies in this quarter; this total figure is below the average. Of note is that this \$1.78Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

through FY2009. DSHA utilizes its own system rather than the State of Delaware financial system. DSHA diverse spending is included throughout this FY2017 Q1 report.



Agency	FY2017 Q1 Spend with Small Businesses	% of Total FY17 Q1 Small Biz Spend	FY2017 Q1 Total Agency Spend	% of FY17 Q1 Agency Spend
Legislative	\$0.00	0.0%	\$1,258,427	0.00%
Judicial	\$220,936.41	0.9%	\$7,361,269	3.00%
Executive	\$553,837.90	2.3%	\$386,706,319	0.14%
Technology	\$567,689.65	2.4%	\$12,594,484	4.51%
Other Elective	\$113,219.50	0.5%	\$34,779,523	0.33%
Legal	\$490,675.69	2.1%	\$4,281,368	11.46%
Finance	\$682,194.04	2.9%	\$57,913,694	1.18%
DHSS	\$3,616,559.16	15.3%	\$733,042,441	0.49%
DSCYF	\$3,277,833.15	13.8%	\$25,479,095	12.86%
Correction	\$425,309.20	1.8%	\$29,305,559	1.45%
DNREC	\$394,366.00	1.7%	\$34,039,693	1.16%
DSHS	\$207,268.98	0.9%	\$15,840,017	1.31%
State	\$438,697.78	1.9%	\$18,644,469	2.35%
DelDOT	\$2,494,605.34	10.5%	\$181,809,432	1.37%
Labor	\$148,678.95	0.6%	\$13,973,684	1.06%
Agriculture	\$82,061.61	0.3%	\$12,270,455	0.67%
Elections	\$90,098.88	0.4%	\$1,399,976	6.44%
Fire	\$20,217.95	0.1%	\$1,478,460	1.37%
Natl Guard	\$4,345.37	0.0%	\$2,675,171	0.16%
Exceptional Citizens	\$69.00	0.0%	\$10,200	0.68%
Higher Education	\$242,901.20	1.0%	\$46,337,823	0.52%
Education	\$9,625,353.27	40.6%	\$167,600,362	5.74%
Housing	n/a	n/a	n/a	n/a
Total	\$23,696,919.03	100.0%	\$1,788,801,919	1.32%

Delaware State Housing Authority

The Delaware State Housing Authority (DSHA) spend was not previously included in Office of Supplier Diversity quarterly reporting in previous fiscal year quarterly reports but was included in the Annual FY2016 OSD report. That FY2016 Annual report included year-end diverse spending by DSHA reported back through and including FY2009. DSHA utilizes its own system rather than the State of Delaware financial system. DSHA diverse spending is included throughout this FY2017 Q1 report, and will be included in OSD reporting going forward, both quarterly and annually.

¹¹ The Delaware Housing Authority spend was not previously included in quarterly reporting in previous fiscal year quarterly reports but was included in the Annual FY2016 report, with year-end diverse spending reported back through FY2009. DSHA utilizes its own system rather than the State of Delaware financial system. DSHA diverse spending is included throughout this FY2017 Q1 report.



DSHA	Total		MBE		WBE		Veteran		Section 3	Section 3
Programs	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars
PH and CFP	9	\$613,994	7	\$218,460	1	\$937	1	\$16,624	0	\$0
CDBG and NSP	51	\$2,869,163	10	\$1,898,121	3	\$195,965	1	\$178,965	7	\$675,030
HOME	7	\$129,940	0	\$0	0	\$0	0	\$0	0	\$0
DSHA Ops	5	\$33,903	4	\$29,903	1	\$1,000	1	\$4,000	0	\$0
HCV and S8 CA	2	\$2,832	2	\$2,832	0	\$0	0	\$0	0	\$0
TOTALS	74	\$3,649,832	23	\$2,149,316	5	\$197,902	3	\$199,589	7	\$675,030
FYQ1 diverse		\$2,546,807								

The DSHA program includes PH = Public Housing; CDBG = Community Development Block Grant Program; NSP = Neighborhood Stabilization Program; HOME = HOME Investment Partnerships Program; HCV = Housing Choice Voucher; and S8 = Section 8.

Of interest is DSHA's fourth grouping of tracked and reporting spending, titled Section 3. The federal program known as Housing and Urban Development (HUD) includes a Section 3 program, which is related to the provision of economic opportunities for low or very low-income businesses and residents. It is a program that primarily deals with providing training, employment and contracting opportunities to residents of properties supported by federal assistance, or those seeking to obtain work on projects supported by federal funds. There are requirements with respect to reporting Section 3 activities and spend data, however the program is primarily defined by income, and not specific diversity classifications as reported by the State of Delaware Office of Supplier Diversity, nor the size of the business entity. DSHA captures this Section 3 data for HUD purposes, as it is specific to the programs identified.

For additional information on the extensive financial reporting from DSHA, use this link:
<http://www.destatehousing.com/FormsAndInformation/financial.php>

Subcontracting/Tier II Report

Government Support Services (GSS) receives subcontracting information on central contracts from the prime or awarded vendors on those contracts, when they have work with the supplier diversity community relative to the core of the contract. Tier II reporting has a lag period to gather all data as we rely upon prime vendors to report their supplier diversity spend with subcontractors (Tier II) and that data extends past a quarter end. The currently available Tier II reporting and spend for Q1 covers 4 contracts and is compared to the same period for the previous year. This data is expected to be updated in future reporting once the known lag-period reports are received:

Contract	Vendor	FY2017 Q1	FY2016 Q1	Difference FY2017 Q1 over FY2016 Q1
001-DentalInsBenefit	Delta Dental	\$792	\$505	56.91%
597-IT Augmentation	Computer Aid	\$604,799	\$572,525	5.64%
608-Document Destruction	DE Assn. of Rehabilitation	\$0	\$7,434	-100.00%
723-Nutrition Software	Education Management Systems	\$0	\$2,895	-100.00%
Total		\$605,591	\$583,359	3.81%

Federal Disadvantaged Business Enterprise (DBE) program at DelDOT

The Delaware Department of Transportation (DelDOT) is a recipient of both federal and state funds for their projects. Businesses that are certified as Disadvantaged Business Enterprises (DBE) meet both social and economic eligibility review. The Directory of DBE Certified Firms at DelDOT is at: <http://www.DelDOT.gov/public.ejs?command=PublicDBEVendorSearch>. The projects that include federal funds may have a federally required sub-contracting participation goal for firms that are Disadvantaged Business Enterprise (DBE) Certified. DelDOT's contract is with a prime contractor or awarded contractor and those contractors bid with identified DBE Certified sub-contractors. The prime contractors provide a Tier II report regarding the DBE participation during each phase of the work.

In FY2017 Q1 thirty one (31) different DBE Certified firms worked on DelDOT projects in a sub-contracting capacity, those payments totaled \$6.8Million. No DBE certified firms performed as Prime Contractors during this quarter. This business activity represents an increase of 151% over the same period last year.

Certified DBE	FY2017 Q1
A&A PREMIUM PAINT DISTRIBUTORS	\$14,176
AMERICAN FLAG, INC.	\$489,187
ARROW LEASING CORP	\$961



ATLANTIC SURVEYING AND MAPPING, LLC	\$14,884
BATTA ENVIRONMENTAL ASSOCIATES INC.	\$43,523
CALLAHAN PAVING PRODUCTS, INC.	\$109,684
CRAWFORD TRUCKING, LLC	\$363,679
CURBS ETC INC	\$711,307
DECISION DISTRIBUTION LLC	\$53,239
DIRECT & CORRECT, INC.	\$99,200
EASTERN STEEL CONSTRUCTORS, INC.	\$74,884
EASTERNEX INT'L LTD.	\$188,667
FILLY OIL INC.	\$7,226
FLYLOW TRUCKING, LLC	\$61,444
INTERLOCK STEELWORKERS, INC.	\$628,373
JANETTE REDROW, LTD	\$2,378,039
KRISS CONTRACTING, INC.	\$156,315
M & M CONSTRUCTION, INC.	\$87,907
MARINIS BROS, INC.	\$50,793
NANTICOKE FENCE, LLC	\$113,264
RAM-T CORPORATION	\$2,666
RAMESH C. BATTA ASSOCIATES	\$72,000
SAMS CONSTRUCTION, LLC	\$502,915
SEAGULL FENCE AND CONCRETE LLC	\$5,630
SITE WORK SAFETY SUPPLIES, INC.	\$120,665
STRIPE-A-LOT INC.	\$62,106
THE VANN ORGANIZATION	\$1,438
TRAFFIC & SAFETY SIGNS, INC.,	\$274,704
VEGA SOLUTIONS, INC.	\$800
WHH TRUCKING & SERVICES	\$70,760
WILTON CORPORATION	\$85,095
TOTALS:	\$6,845,527

Plan Requests

In addition to certification, the Office of Supplier Diversity manages a process known as Plan Requests. Any Public Works construction project that has architectural or engineering plans or drawings involved has the Plan Request option for vendors. A vendor may make a request to view the plans or drawings. The request comes into the Office of Supplier Diversity and is reviewed, passed along to the solicitation owner if appropriate, and once the solicitation owner reviews they send their decision back to OSD. OSD then works with the technology team to cause an internet site to be created especially for the approved vendor where they can view the requested plans. This Plan Request option removes the financial burden of purchasing plans for

non-bidding vendors and allows such a vendor to view the plans electronically for 2 weeks so that they may determine if their business has the capacity to perform as a subcontractor or Tier II contractor on projects. Plan Requests are for school projects, colleges and university projects, state buildings under Division of Facilities Management (DFM), the National Guard, and any other state public work project. This process has been in place since August of 2012.

There is a group of vendors that are excluded from this process – they are known as Bid Rooms or Plan Rooms. Plan Rooms do not perform construction trade work on a contract but instead collect plans from throughout the country or a region and then share the plans with their customers. The Plan Request form explains the limitations on use - including that drawings are not for re-distribution. Plan Rooms and Bid Rooms are therefore excluded, as their sole purpose of receiving the plans is to redistribute to their subscribership. The obvious safety aspect about who has what plans for which project is one of the most compelling reasons for this exclusion. There is a specific email address created for Plan Requests, it is PlanRequests@state.de.us.

Plan Request history	FY2017 Q1	FY2016 Q1	% change
Plan Requests received	24	52	-53.8%
Businesses requesting	22	41	-46.3%
Requests approved	18	47	-61.7%
Requests denied	5	2	150.0%
Solicitations involved	12	22	-45.5%
Requesting businesses that are OSD	5	4	25.0%

Of the PlanRequests made through OSD for FY2017 Q1, 21% were from the OSD Certified community, which is a 25% increase in the number of OSD certified businesses seeking to review plans through the Plan Request process. This quarter of FY2017 showed a reduction in Plan Requests over the same period last year, except that the denials increased.

OSD Participation in the Community

The Office of Supplier Diversity is committed to continued contact and participation in the community. OSD utilizes a list serve to outreach to the business community to share access to business development, opportunities, networking, and engagement to the businesses who joined the list serve. OSD had 57 in-person touch points with the community in the quarter.



FY2017	Q1
Meetings and Events	9
State of Delaware events	13
OSD Community meetings	7
Vendor requested meetings	10
Boards, Committees, Commissions	13
Chambers of Commerce	5
subtotal	57
OSD List serve outreach activities	63
OSD participation in community by	120

One of the best ways to learn about the various business development activities and other opportunities is to join the OSD list serve via this link:

<http://directory.osd.gss.omb.delaware.gov/self-registration.shtml>. In that regard, the OSD list serve shared 63 business-opportunity focused messages with the community this quarter, which shared are included in this chart:

1 Million Cups - all 3 counties - Wednesday morning FREE	7/4/2016
Boost your Business - Creating your Manifesto - July 13 - FREE	7/5/2016
DSBC - New and Prospective Member Breakfast - FREE - July 12	7/5/2016
NAWBO - Similar or Different? Appreciating Differences- July 8	7/6/2016
Social Media Open Q&A Webinars July 18 and 19	7/6/2016
NBMBA 2016 Entrepreneur Summit - July 9	7/7/2016
WBC businesses to be featured Fox29 July 8 at 8am	7/7/2016
NETWORKING - NEWS4Women - July 11 - Wilmington	7/8/2016
1 Million Cups - all 3 counties - Wednesday morning FREE	7/11/2016
OSD & SBF Certification Workshop - July 18 - Free	7/12/2016
How to Promote your Brand Wisely & Effectively - July 19 - DSCC	7/15/2016
1 Time with Cyber Experts - 4 seats left - free - July 19	7/15/2016
Women in Technology Networking Reception - July 19 - free	7/18/2016
1 Million Cups - all 3 counties - Wednesday morning FREE	7/18/2016
Networking - and meet new members DSCC - FREE July 19th	7/18/2016
P.E.R.K. Academy - Email Marketing - tomorrow July 19	7/18/2016
a 360 degree perspective on your business - July 26	7/19/2016
Sussex County - Open For Business - July 21 - FREE	7/19/2016
Write! Publish! Sell! - workshop July 21	7/19/2016
Kent County Economic Summit - Exhibitor & Sponsor opportunities - Sept 20	7/20/2016
Lunch & Learn - Do's & Don'ts of Employee Termination - July 27 - free	7/20/2016
NETWORKING - NEWS4Women - August 1 - Wilmington	7/20/2016
SAVE THE DATES - Business Boot Camp - Nov 11 & 12 - free	7/21/2016
Business Plan by the Numbers - Financial Statements - July 25	7/22/2016
Inspiration Space at Delaware Libraries - free - August	7/22/2016



Small Business Assistance for Entrepreneurs @ DE Libraries - August 2016	7/22/2016
Start-Up Basics and Business Concepts (Intro) - July 26	7/23/2016
How to Create an Effective Pitch - July 27	7/25/2016
Passport to Business Success Program - August 10	7/25/2016
1 Million Cups - business networking & opportunities - all 3 counties -	7/25/2016
SWOT ANALYSIS at the beach - August 17	7/26/2016
Networking - HR Girlfriends - Philly - Sept 15	7/27/2016
Growing Your Business Through Social Media - NAWBO - Aug 5th	7/29/2016
Germany Trade Mission - Sept 25-30 - with global Delaware	8/1/2016
1 Million Cups - business networking & opportunities - Wednesday mornings	8/1/2016
Canada Trade Mission - Sept 17-22 - with global Delaware	8/2/2016
CORRECTION Kent County is Open For Business - August 4 - FREE	8/2/2016
Kent County is Open For Business - August 4 - FREE	8/2/2016
Passport to Business Success Program - August 10	8/2/2016
DSBC FunFest - Vendor space available	8/3/2016
OPPORTUNITY - Management Analyst III	8/5/2016
Powerful Conversations Series "What Matters to YOU" fall 2016	8/5/2016
1 Million Cups - business networking & opportunities - Wednesday mornings	8/8/2016
OSD & SBF Certification Workshop - August 15 - Free	8/10/2016
Kent County Economic Summit - Exhibitor & Sponsor opportunities - Sept 20	8/11/2016
1 Million Cups - business networking & opportunities - Wednesday mornings	8/15/2016
1 Million Cups - update for tomorrow	8/16/2016
Sussex County - Open For Business - - August 18 - FREE	8/17/2016
DLPN NETWORKING – tonight - FREE	8/18/2016
1 Million Cups - Networking and Business Building Conversations - Wednesday	8/22/2016
New Castle County is Open for Business - tomorrow - 08/25/2016 FREE	8/24/2016
OPPORTUNITY - Fencing - Smyrna DE	8/25/2016
Prime Connexions - RSVP Today For The Contractor Compliance & Diversity	9/2/2016
Contractor Compliance & Diversity Forum - Prime Connexions - deadline	9/6/2016
NAWBO - There Is No Normal - Sept 9	9/7/2016
NETWORKING - NEWS4Women - Sept 12 - Wilmington	9/7/2016
Business Education - Kauffman FastTrac - Sept 22 DTCC Stanton Campus	9/8/2016
5 Year Success & Workout Block Party - Sept 18 FREE	9/8/2016
R.O.A.R. Conference and Business Exchange, September 20-21, Philadelphia	9/13/2016
Leadership Training - Free	9/14/2016
eCommerce Sales and Marketing - application deadline Oct 3	9/29/2016
Powerful Conversations Series "What Matters to YOU" Oct 3rd	9/29/2016
Celebrate Manufacturing Day with Arbill on October 7	9/30/2016

Questions, Comments, and Feedback

Your questions, comments, and feedback are always welcome. Please feel welcome to call or email so that we can find a time to get together to discuss your questions, comments, and



feedback. Collaboration is a wonderful tool to finding results that move us along in a positive direction.

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